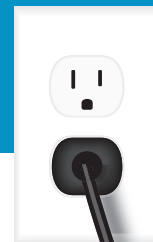




Energy Management Success Story



High-Tech Entrepreneurship QuinStar Engineers Success with Energy Management

Leo Fong, President and CEO of QuinStar Technology, had over two decades of experience with large and small engineering firms before starting his own company, a maker of high-tech electronic components and hardware modules for government agencies and the military. QuinStar's products are used in radar systems, satellite communications, and space exploration. About sixty people work in QuinStar's headquarters, leaving plenty of room to expand in a building designed to accommodate a larger operation. That extra room makes energy management a challenge.

"Despite the up-and-down nature of the business, there's a significant amount of aerospace work in Southern California, and we're committed to the future here," Fong says. "This is our third location in the area. Some companies like ours left because of the cost of living, but the human capital and the customer base here are perfect for a business like ours. We intend to grow by doing the best possible work and by managing our costs wisely. Southern California Edison (SCE) offers us energy

efficiency programs that help us maximize the return we get on energy expenses. I think I have a great business resource in SCE."

Energy Management: Winning in Detail

QuinStar's sprawling plant houses a large machine shop, design labs, and a micro-assembly shop staffed by technicians who build devices so small they must view them under microscopes. There's plenty of room to grow, but the underused space used to draw energy and add to the overall costs of the operation. A small savings led to more dramatic improvements. "Our energy management awareness started when our local Fire Department came by and looked at our Exit signs," Fong says, "and I realized that the light bulbs in those signs generate a lot of wasted heat. Obviously the financial impact of that was small, but a little detail like that can get you thinking—our contracts are very stringently enforced, and we can't go over costs on operational items like materials or energy, so any wasted expense impacts our bottom line. While we replaced those inefficient

Savings by Managing Energy:

- **\$1,000 monthly electricity savings** using SCE's Express Efficiency Program for rebates on energy-efficient compact fluorescent lighting
- **Further savings through delamping** in underutilized spaces

Leo Fong, President and CEO
of QuinStar Technology





“We found we don’t need to compromise the quality of our products or our environment to save energy - we can optimize both.”

Leo Fong, President and CEO of QuinStar Technology



signs free of charge on a rebated program, we looked around our whole plant for more of those energy-wasting places that we’d been taking for granted. We talked with Southern California Edison, and we found there was good potential here for meaningful savings in lighting.”

“The quality of lighting in our plant is critical,” Fong continues. “We’re assembling machines using wires about one-third the diameter of a human hair, and these devices need to function perfectly under the harshest conditions. The high-efficiency lighting SCE suggested has enhanced the comfort and efficiency of our technicians, and saved us money as well. Today, by following their advice and taking advantage of SCE’s rebates and special offers on energy-efficiency equipment, I’d estimate we’re saving about \$1,000 a month, and in eighteen months to two years, the new investments in energy efficiency and energy management we’ve made will pay for themselves.”

“Some people treat energy as a more-is-better expense, but that’s not how we work,” says Leo Fong. “We

found we don’t need to compromise the quality of our products or our environment to save electricity— we can optimize both.”

An Energy-Effective Collaboration

“Our collaboration with SCE has been great because our companies think alike,” Fong says. “QuinStar is an engineering company. Efficiency in every method isn’t just about the cost; it’s a source of personal satisfaction to us as well. SCE understands what we want to achieve, and they’ve been a source of ideas and practical energy-management measures to help us get there.”

Like QuinStar, you can save money on electricity:

- **Take advantage of SCE’s Express Efficiency Program** for rebates on purchases of energy-efficient equipment.
- **Take the Online Business Survey at www.sce.com** to calibrate your building for savings.

For More Information

Southern California Edison offers a range of programs such as rebates, incentives, energy surveys, and payment options to help you better manage your electricity costs. To learn more, please contact your SCE account representative, call **(800) 990-7788**, or visit us at **www.sce.com**.

Learn more about how to save energy and save money:

SCE Energy Management Classes

www.sce.com/ctac
800-336-2822;
www.sce.com/agtac
800-772-4822

Express Efficiency

www.sce.com/express
800-736-4777

Summer Discount Plan

www.sce.com/drp

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